



Get to know our lifetime mortgages

Compare our products and help more
clients embrace the future with confidence

Help your clients live the life they want

Later life can bring uncertainty for your clients. But it can bring opportunities, too. Thanks to you and our range of lifetime mortgages, more clients can embrace the future with confidence.

Our lifetime mortgages are designed to take the uncertainty away for your client. You can help people from as young as 50 through a range of later-life situations, so they can unlock the funds they need while continuing to live in their home.

Use this guide to understand each of our mortgages and how they could help your clients manage their financial challenges.



What is a lifetime mortgage?

A lifetime mortgage is a loan secured against your client's home. A mortgage like this can help your clients in lots of different situations. They may want to adapt their home to make it easier to move around as their mobility needs change. Help their grandchildren onto the property ladder. Go their separate ways after a divorce. Fund care costs. Or even pay off a maturing interest-only mortgage.

The loan isn't usually repaid until your client dies or moves out of their home into long-term care. A lifetime mortgage will reduce the value of your client's estate and may affect their entitlement to means-tested state benefits. There may be cheaper ways for your client to borrow money.

All our lifetime mortgages offer:



Fixed interest rate for life



Further advances



Optional inheritance protection



Repayment on death or entry into long term care



Portability to a new home



Downsizing Protection



No capital repayment strategy



Compassionate Repayment feature

A closer look at our lifetime mortgages

Together, we make it possible for your clients to manage their financial challenges in later life, without them having to sell their home.

Flexible

With a Flexible Lifetime Mortgage, your client can release their equity as a lump sum, or in smaller amounts as it suits them. They can do this without ever needing to make any payments of their interest.

At a glance:

Age 55+

Compound interest No payment needed. Interest rolls up over loan lifetime.

Interest rate Fixed for the duration.

Affordability requirements None.

Repossession risk None.

Main benefits:

- **May suit asset-rich, cashflow-poor clients.** There's no affordability test and your clients won't need to find a way to make monthly payments.
- **Funds when they need them.** Your clients can choose to take the full lump sum, or to take it in smaller sums as and when they need to.
- **Less stress, more certainty.** There's no need to make any payments, but if they want to reduce the overall cost of the loan, they can pay up to 10% of the total amount(s) borrowed each year, with no early repayment charge.

Optional Payment

With an Optional Payment Lifetime Mortgage, your clients can choose to pay some or all of the monthly interest by Direct Debit. This can reduce the overall cost of the loan and they can stop payments at any time. This kind of lifetime mortgage could suit people with enough income to be able to afford servicing some or all of the interest.

At a glance:

Age 55+

Compound interest Optional. Client pays some or all of the interest each month. When payments stop or they chose not to pay all of the interest, the unpaid interest rolls up.

Interest rate Fixed for the duration.

Affordability requirements None.

Repossession risk None.

Main benefits:

- **May suit clients who need to pay off a maturing interest-only mortgage.** If your clients are nearing the end of their interest-only mortgage and don't have a repayment plan, the lump sum could be used to clear the mortgage.
- **Option to reduce overall interest** by paying between £25 and the full interest amount each month. Your clients can stop making monthly payments at any time and stay in their home or if they chose not to pay all of the interest, the unpaid interest.
Once they've stopped, the interest is added to the amount they owe each month. They can miss up to six payments in total but, after that, once they stop payments they can't start them again.
- **Funds when they need them.** Your clients can choose to take the full lump sum, or to take it in smaller sums as and when they need to.

Payment Term

With a Payment Term Lifetime Mortgage, your clients from their early fifties can borrow against their home by paying the interest for an agreed time (the 'Payment Term'). Your clients will appreciate the reassurance of monthly interest payments for a set period, helping to reduce the overall cost of their loan.

At a glance:

Age 50+

Compound interest Mandatory. Your clients can choose how long they want to make payments for, however they cannot extend beyond the age of 75. Payments are set for this period and need to be kept up.

Interest rate Fixed for the duration.

Affordability requirements Based on current income.

Repossession risk Yes, if payments aren't made on time during the payment term.

Main benefits:

- **May suit 50+ clients and those who need to borrow more.** Eligibility is based on their current income, whether they are employed or retired.
- **Helps those who don't qualify for other products.** Your client's younger age or income could prevent them securing another product, or they may be able to afford payments before retirement but not after. This mortgage has been created for these harder-to-place clients.
- **Higher loan to value.** Because your client is paying off the interest for a time to reduce the overall cost of the loan.
- **There's an affordability assessment.** But it only takes into consideration your client's current income.

As a last resort, your client's home may be repossessed if they do not keep up payments.

Compare our lifetime mortgages

Find the right product for your client with this snapshot comparison of our range. If you have any questions, just let your account manager know.

	Flexible Lifetime Mortgage	Optional Payment Lifetime Mortgage	Payment Term Lifetime Mortgage
Fixed interest rate for life	✓	✓	✓
No affordability assessment needed	✓	✓	✗
No capital repayment strategy needed	✓	✓	✓
Repaid from sale on death or going into long-term care	✓	✓	✓
Annual 10% Optional Partial Repayments ¹	✓	Can only be made once your client has stopped making the monthly interest payments	Can only be made once your client has stopped making the monthly interest payments
No negative equity guarantee	✓	✓	The Guarantee won't apply to any missed monthly interest payments and the interest on them
Compassionate Repayment feature	✓	✓	✓
Optional Inheritance Protection	✓	✓	✓
Guaranteed tenure for life	✓	✓	As a last resort, your client's home may be repossessed if they do not keep up with payments.
Portable to new home ²	✓	✓	✓
Downsizing Protection ¹	✓	✓	✓
Drawdown facility	✓	✓	✗
Further advances available	✓	✓	✓

Key:

✓ Included ✗ Not included

¹ Subject to terms and conditions. ² Subject to the new property meeting our criteria.

Why choose us?

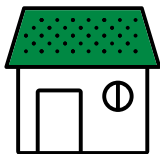
We're leading innovation in the later-life mortgage market to help you meet more of your clients' needs. With a Legal & General lifetime mortgage, your clients can come to you with their goals and aspirations and leave feeling full of possibilities with the funds they need, fixed rates for life, and the security of keeping their home. And your clients have the certainty we'll be there for them, as we have been since 2015.



**Our total
lending is
£5.55bn³**



**Since 2015
we have lent
£6.38bn⁴**



**to over
113,000
customers⁵**

³ Data from 2015 onwards. Uses Initial Advances, Drawdowns and Further Advances. Completed applications only

⁴ Uses Initial Advances, Drawdowns and Further Advances. Completed and Redeemed applications

⁵ Uses Initial Advances only. Completed and Redeemed applications



Talk to us about your clients' needs

To find out more, contact your dedicated account manager, or call

03330 048 444

Lines are open Monday to Friday, 8.30am-5.30pm. Call charges vary. Calls may be recorded and monitored.

Email

adviser.support@landghomefinance.com

Please remember not to send any personal, financial or banking information by email.

Visit

legalandgeneral.com/adviser/retirement/later-life-mortgages



Legal & General Home Finance Limited is a wholly owned subsidiary of Legal & General Group plc. Registered in England and Wales No. 04896447. Registered office: One Coleman Street, London, EC2R 5AA. **Legal & General Home Finance Limited** is authorised and regulated by the Financial Conduct Authority.

LG006168 | May 2024 For adviser use only.